

Message Text

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44

ACTION EB-11

INFO OCT-01 ARA-16 ISO-00 AGR-20 CEA-02 CIAE-00 COME-00

DODE-00 FRB-03 H-03 INR-11 INT-08 L-03 LAB-06 NSAE-00

NSC-07 PA-04 RSC-01 AID-20 CIEP-03 SS-20 STR-08

TAR-02 TRSE-00 USIA-15 PRS-01 SP-03 FEAE-00 OMB-01

SWF-02 DRC-01 /172 W
----- 052363

R 302229Z JUL 74

FM AMEMBASSY BOGOTA
TO SECSTATE WASHDC 4043
INFO AMEMBASSY GUATEMALA
AMEMBASSY MANAGUA
AMEMBASSY PANAMA
AMEMBASSY QUITO
AMEMBASSY SAN JOSE
AMEMBASSY TEGUCIGALPA
AMCONSUL GUAYAQUIL

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E O 11652 NA

TAGS ETRD EAGR CO
SUBJ: BANANAS

REF BOGOTA 6172

1. UNITED BRANDS REP GEORGE FERNANDEZ TELLS US THAT BANANA
GROWERS IN TURBO AREA HAVE FINALLY AGREED TO ACCEPT 25 CENTS
PER BOX INCREASE TO \$1.35/ BOX WITH UNITED RETAINING REMAINING
15 CENTS/BOX OF INCREASED "REINTEGRO" IMPOSED LAST MAY 9.
UNITED IN PROCESS OF SIGNING NEW CONTRACTS WITH GROWERS.
APPARENTLY UNITED ADVISED MINAG OF GROWER ACCORD A BIT TARDILY,
THUS EARNING SOME DISPLEASURE, BUT FERNANDEZ SAYS MIN HAS ACQUIESCED
IN 25/15 SPLIT AND NO FORMAL
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QC APPROVAL IS REQUIRED.

2. UNITED AND ITS TWO SMALL COLOMBIAN COMPETITORS ARE PRESSING GOC HARD FOR REPEAL OF "REINTEGRO" INCREASE ON GROUND THAT OTHER BANANA PRODUCERS HAVE NOT LIVED UP TO THEIR COMMITMENTS ON BANANA TAXES AND ESPECIALLY BECAUSE ECUADOR NOT PARTICIPATING. ALTHOUGH AG MIN SHARES THIS UNHAPPINESS OVER PERFORMANCE OF OTHER COUNTRIES, MOST UNLIKELY PRESENT GOC WILL TAKE ANY FURTHER ACTION ON BANANAS IN ITS LAST 8 DAYS IN OFFICE. NOTE THAT EVEN IF NEW GOC SHOULD REPEAL "REINTEGRO" INCREASE, COLOMBIAN GROWERS WOULD CONTINUE TO RECEIVE INCREASED PRICE UNDER CONTRACTS NOW BEING SIGNED.

3. FERNANDEZ SAYS COSTA RICA AMB TO COLOMBIA TOLD HIM GOCR ANGLING FOR DEL MONTE BUYOUT OF STANDARD IN COSTA RICA AND POSSIBLY FOR DEL MONTE BUYOUT OF UNITED THERE AS WELL. WE CANNOT EVAL THIS REPORT, BUT AGREE WITH FERNANDEZ THAT GOCR WOULD HAVE TO OFFER DEL MONTE SOME INCENTIVE SO IT WOULD NOT MERELY BE ASSUMING STANDARD'S PROBLEMS. VAKY

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